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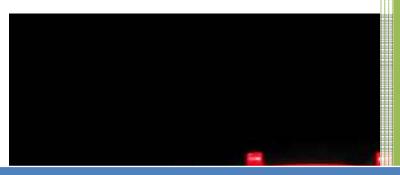
Tennessee Recovery Act Management Broadband Prioritized Projects

TRAM Broadband Team

State of Tennessee

10/14/2009

Contents

1. Executive Summary

The State of Tennessee has scored the following grant applications, which are listed in order by total scores:

INFRASTRUCTURE PROJECTS
1. Digital Bridge Communications[1]
2. State of Tennessee, Tennessee Broadband Infrastructure for Citizens Unserved & Underserved, Easy Grant ID 1545
3. Aeneas Communications - West TN Broadband Deployment, Easy Grant ID 1017
4. NTCH, Easy Grant ID 839 & 1912[2]
5. Highland Telephone Cooperative, Easy Grant ID Unknown
6. Powell Valley Electric Coop - Powell Valley Electric Last Mile Tennessee, Easy Grant ID 2046
7. Fayetteville Public Utilities - Telecom fiber extension, Easy Grant ID 2761
8. Mushroom Networks - Tennessee: Broadband Internet Service to Schools, Libraries, and other Community Anchors, Easy Grant ID 2987
9. Level 3, Easy Grant ID Unknown

PUBLIC COMPUTER CENTERS
1. State of Tennessee - Tennessee Computer Centers and Public Libraries for Broadband Access & Education, Easy Grant ID 1611
2. Southeast Tennessee Development District - Workforce Internet Access Project, Easy Grant ID 559

SUSTAINABLE BROADBAND ADOPTION
1. State of Tennessee, Easy Grant ID 1550
2. Aeneas Communications, LLC, Easy Grant ID 1977
3. cTechnologica, Easy Grant ID 1936

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[1] Digital Bridge Communications submitted separate applications for each of 69 counties, which have been combined for the purpose of this analysis.

[2] NTCH submitted two separate applications, which have been combined for the purpose of this analysis.

2. Data Gathering

NTIA has published on its website (http://www.ntia.doc.gov/broadbandgrants/applications/search.cfm) a list of all applications received with the ability to search by project area. From this list, the State of Tennessee identified the applications that include Tennessee and then ranked each application separately by Infrastructure, Public Computer Centers and Sustainable Adoption. We asked each applicant that proposed to serve Tennessee (including multi-state projects) to supply additional project information including an un-redacted executive summary and the full application.

We scored applications whose proposed service area includes Tennessee if they contained sufficient information. We could not score applications that (1) lacked sufficient information or (2) proposed to serve more than one state.

Applications were ranked if the executive summaries contained sufficient information, but not all companies supplied un-redacted executive summaries. Those lacking sufficient information were not scored. Multi-state applications were not scored, because we could not determine the benefit to Tennessee.

Scored	Not Scored - Not Enough Information Received	Not Scored - Multi-State
• Infrastructure • Public Computer Centers • Sustainable Broadband Adoption	• All grant application owners with contact information listed on their executive summary or the NTIA website were contacted via email and / or phone requesting un-redacted information.	• State of Tennessee can not determine the direct benefit to Tennessee; therefore, these have not been scored.

3. Applications That Could Not Be Scored

Below are the applications that were not scored because they lacked sufficient information:

Scored	Not Scored - Not Enough Information Received	Not Scored - Multi-State
• Infrastructure • Public Computer Centers • Sustainable Broadband Adoption	• All grant application owners with contact information listed on their executive summary or the NTIA website were contacted via email and / or phone requesting un-redacted information.	• State of Tennessee can not determine the direct benefit to Tennessee; therefore, these have not been scored.

- Advantage Cellular Systems, Inc.
- Allied Fiber Southeastern Dark Fiber Network
- American Fiber Systems
- Aztronix LLC - UZAP™ Global Online Marketplace
- Ben Lomand Communications, LLC
- Brinksman Consulting & Trading Group, Inc.
- Communications Infrastructure Group, LLC
- Deltacom
- Edgenics

- Last Mile Non-Remote Area
- Level 3 EON, LLC
- Rural Community Assistance Partnership
- Rural Health Association of Tennessee
- Sococo
- Utopian Wireless Corporation
- Xtendwave

Below are the applications that were not scored because they propose to serve states other than Tennessee:

Scored	Not Scored - Not Enough Information Received	Not Scored - Multi-State
• Infrastructure • Public Computer Centers • Sustainable Broadband Adoption	• All grant application owners with contact information listed on their executive summary or the NTIA website were contacted via email and / or phone requesting un-redacted information.	• State of Tennessee can not determine the direct benefit to Tennessee; therefore, these have not been scored.

- 360networks USA Inc
- ABG Wireless
- Acorn Technologies
- Agristar Global Networks, Ltd
- Aircell, LLC
- Alliance for Public Technology
- Allied Fiber, LLC
- Alphastar America, LLC
- AlphaStar America, LLC
- America 2.0 Inc.
- American Library Association PCC

- ART Leasing, Inc. dba FiberTower Broadband Corp
- AtContact Communications
- Aztronix, LLC
- Broadband Alliance
- Broadband Census Data LLC
- Broadband for the Deaf and Hard of Hearing
- CHC-TV, LLC
- Command Connect, LLC
- Connected Nation

- Cricket Communications, Inc
- EchoBlue Rural Broadband, LLC
- EchoStar XI Operating LLC
- Edgenics Inc
- Elauwit
- Elauwit Community Enhancement Foundation LLC
- Elauwit Community Enhancement Foundation LLC Broadband Adoption Project
- EZH2GO
- Federation of American Scientists
- FiberTower Georgia - Tennessee
- FiberTower Mississippi - Tennessee
- FiberTower Virginia
- Foundation Telecommunication Inc.
- FRWB Winum LLC
- Hispanic Information and Telecommunications Networks
- Hughes Network Systems, LLC
- Hughes Network Systems, LLC Hughes NTIA BTOP 1
- Hughes Network Systems, LLC Hughes NTIA BTOP 2
- Ikanos Communications
- Innoventum, INC
- International Broadband Electric Communications, Inc
- iPCS, Inc
- Knight Sky Consulting and Associates, LLC
- LENOWISCO
- Littleton Housing Authority
- Logiclink, Inc
- Louisiana Community & Technical College System
- Nadine Chatman Consulting Firm, LLC
- North Central Telephone Cooperative
- One Economy Corporation
- Peer Plus One Communications, Inc
- Promo-Tech USA
- Public Health Communications
- Public Safety Foundation of America
- RADGOV, Inc.
- Raven, NC LLC
- SeniorNet
- Shiloh Distribution Center, Inc.
- Social Communications Company
- Syndign Company
- Tactus Technology
- Tailored Computer Systems Corp
- TelVue Corporation
- TEV Enterprises
- University Corporation for Advanced Internet Development
- Upper Shore Regional Council
- Webpass
- Webpass Inc 24GHz
- West Kentucky Rural Telephone Cooperative Corporation, Inc
- Wham Inc
- WindTalk, Inc.
- WiViu Technology Inc
- Wi-Zee LLC
- XW, LLC
- Z Consulting Group LLC

4. Infrastructure

Infrastructure group applications are listed below in order of scores received:

1. Digital Bridge Communications
2. State of Tennessee, Tennessee Broadband Infrastructure for Citizens Unserved & Underserved, Easy Grant ID 1545
3. Aeneas Communications - West TN Broadband Deployment, Easy Grant ID 1017
4. NTCH, Easy Grant ID 839 & 1912
5. Highland Telephone Cooperative
6. Powell Valley Electric Coop - Powell Valley Electric Last Mile Tennessee, Easy Grant ID 2046
7. Fayetteville Public Utilities - Telecom fiber extension, Easy Grant ID 2761
8. Mushroom Networks - Tennessee: Broadband Internet Service to Schools, Libraries, and other Community Anchors, Easy Grant ID 2987
9. Level 3, Easy Grant ID Unknown

4.1. Digital Bridge, Easy Grant IDs Multiple, $110,700,000

According to the application, DigitalBridge Communications Corp. will bring affordable, fourth-generation broadband services to the underserved portions of Tennessee counties. It has also proposed programs to support key anchor institutions. As a proven WiMAX operator, DBC brings the track record needed to deploy within 6-9 months, generate jobs, and ensure financial sustainability at a very low cost-per-household-covered.

4.1.1. Qualitative Comments

- This project scored 55 out of 100.
- This project is part of a multi-project submission with grant submitted with 69 county applications (see Appendix A for listing of Easy Grant IDs), combining grants and loans by deploying WiMAX, by partnering with Clearwire Communications, Level 3 and four state agencies.
- This is an expansive application for the advancement of broadband through the State of Tennessee, providing a cost effective solution to the greatest number of citizens.
- This project supports all predefined goals as defined by NTIA.

4.2. State of Tennessee, Tennessee Broadband Infrastructure for Citizens Unserved & Underserved, Easy Grant ID 1545, $27,000,000

The applicant states, Tennessee's turnkey solution-tower access and middle-mile connectivity to wireless providers-offers affordable service to residents of a 10,000-mi2 rural area. With a last-mile partner, we will expand access to 150,000 households, 180 public libraries, and nearby businesses. Together with two projects driving demand, we will bring broadband's economic benefits to distressed rural communities.

4.2.1. Qualitative Comments

- This project scored 52 out of 100.
- This project is part of a three-project submission:
  - Tennessee Broadband Infrastructure for Citizens Unserved & Underserved - Track 1
  - Tennessee Computer Centers and Public Libraries for Broadband Access & Education - Track 2
  - Tennessee Campaign for Community Broadband Awareness & Adoption - Track 3
- Multiple state agencies support this project.
- This is a middle application.
- This project supports all predefined goals as defined by NTIA.

4.3. Aeneas Communications - West TN Broadband Deployment, Easy Grant ID 1017, $2,932,3630

The applicant states the purpose of this project is to deploy high speed broadband in the to 10 to 20MB range to an underserved rural West TN residential population, as well as up to 100MB Metro Ethernet services to commercial and strategic organizations.

4.3.1. Qualitative Comments

- This project scored 52 out of 100.
- This fiber optics-based project complies with NTIA's grant rules.
- This project supports all predefined goals as defined by NTIA.

4.4. NTCH, Easy Grant ID 839 & 1912, $112,203,000

The applicant states this EVDO[3] Rev A application provides a comprehensive rural solution on a cooperative basis for West Tennessee. This new software-defined radio network will accommodate 4G (LTE/WiMAX) upgrades and the proposed 700 MHz public safety application on the same network. This open network will enable broadband anytime, anywhere to those who cannot access and/or cannot afford high-speed internet access.

4.4.1. Qualitative Comments

- This project scored 46 out of 100.
- NTCH has also submitted the following applications:

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[3] EVDO, also known as EV-DO, 1xEvDO and 1xEV-DO, is a standard for high-speed wireless broadband. The acronym is short for "Evolution, Data Only" or "Evolution, Data Optimized." The official name, defined by the Telecommunication Industry Association, is "CDMA2000, High Rate Packet Data Air Interface." It is one of two major Third Generation, or 3G, wireless standards. The competing standard is known as W-CDMA. EVDO Rev A has a peak data rate of 3,000 kbps, but realistic speeds average around 600Kbps-1,400Kbps download with bursts to 2.0Mbps and 500Kbps-800Kbps upload with bursts to 1.8Mbps. Applicant claims that it will provide speeds in excess of 2.5mbps download and 700kbps upload.

- o NTCH Cleartalk Idaho Broadband Wireless Last Mile/Middle Mile application
  - o NTCH Cleartalk Central Illinois Broadband Wireless Last Mile/Middle Mile application
  - o NTCH Cleartalk North Carolina Broadband Wireless Last Mile Eastern & Coastal application
  - o NTCH Cleartalk South Carolina Broadband Wireless Last Mile/Middle Mile application
  - o NTCH Cleartalk California Broadband Wireless Last Mile/Middle Mile application
  - o NTCH Cleartalk Alabama Broadband Wireless Last Mile/Middle Mile application
- This is a wireless application.
- This project supports all predefined goals as defined by NTIA.

4.5. Highland Telephone Cooperative, Easy Grant ID Unknown, $2,458,004

The applicant states the Coalfield Broadband project will provide state-of-the-art communication services while enhancing broadband communication options to the current and future citizens of the Coalfield area. The network will provide infrastructure for affordable bandwidth and services, and will integrate public safety, public health, education and other government use.

4.5.1. Qualitative Comments

- This project scored 34 out of 100.
- This project proposes to serve residence and business customers using fiber-optic technology.
- This project supports all predefined goals as defined by NTIA.

4.6. Powell Valley Electric Coop - Powell Valley Electric Last Mile Tennessee, Easy Grant ID 2046, $36,805,288

The applicant states it wishes to construct a last-mile project in Tennessee. This project will support Powell Valley Electric Cooperative's SmartGrid Initiative, and will provide multiple services over fiber-optics to the rural areas of Northeast Tennessee via its partner Sunset Digital Communications, Inc.

4.6.1. Qualitative Comments

- This project scored 29 out of 100.
- This project proposes to serve residence and business customers using fiber-optic technology.
- This project supports all predefined goals as defined by NTIA.

4.7. Fayetteville Public Utilities - Telecom fiber extension, Easy Grant ID 2761

The applicant states it plans to build fiber to all county schools and pick up last mile customers within its rural fiber route.

4.7.1. Qualitative Comments

- This project scored 27 out of 100.
- This project proposes to serve residence and business customers using fiber-optic technology.
- This project supports all predefined goals as defined by NTIA.

4.8. Mushroom Networks - Tennessee: Broadband Internet Service to Schools, Libraries, and other Community Anchors, Easy Grant ID 2987

The applicant states it recently introduced a premium internet access service called "Fusion Internet" that it plans to deploy for schools and libraries in Tennessee, initially in selected "unserved" zip codes. The applicant claims that its new internet service is cost effective because it uses the existing copper infrastructure and is primarily enabled with special customer premises equipment.[4]

4.8.1. Qualitative Comments

- This project scored 22 out of 100.
- This is a fusion internet technology application.
- This project supports all predefined goals as defined by NTIA.

4.9. Level 3, Easy Grant ID Unknown

The applicant states it proposes a middle-mile project to leverage its national fiber optic network by opening new access points offering underserved areas a new on-ramp to high-speed services. By investing in additional fiber optic transmission equipment and supporting network elements last mile providers and their subscribers will gain access to the national Internet backbone at lower costs.

4.9.1. Qualitative Comments

- This project scored 17 out of 100.
- This is a middle application.
- This project supports all predefined goals as defined by NTIA.

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[4] Mushroom's "Fusion internet" modem combines many DSL to provide download speeds up to 36Mbps and upload speeds of up to 3Mbps.

5. Public Computer Centers

Public Computer Centers applications are listed below in order of scores received:

1. State of Tennessee - Tennessee Computer Centers and Public Libraries for Broadband Access & Education, Easy Grant ID 1611
2. Southeast Tennessee Development District - Workforce Internet Access Project, Easy Grant ID 559

5.1. State of Tennessee, Easy Grant ID 1611, $6,131,313

The applicant states public libraries are major sources of free Internet access. Along with substantial BTOP access and adoption efforts, the Tennessee State Library proposes to expand community coalitions, awareness, and broadband training, to target vulnerable and economically distressed populations. Adding hours, broadband technology and equipment will add capacity to rural libraries to bridge this Digital Divide.

5.1.1. Qualitative Comments

- This project scored 46 out of a 100-point scale.
- This project scored the highest in the Public Computer Center category for Tennessee
- This project is part of a multi-project submission including applications for Infrastructure and Sustainable Adoption that will benefit from multi-agency support.
  - Tennessee Broadband Infrastructure for Citizens Unserved & Underserved - Track 1
  - Tennessee Computer Centers and Public Libraries for Broadband Access & Education - Track 2
  - Tennessee Campaign for Community Broadband Awareness & Adoption - Track 3
- The project expands computer services for 180 libraries in Tennessee. In 99 of these centers it will add assisted technology laptops for patrons with visual, physical, hearing or learning impairments.
- This project supports all predefined goals as defined by NTIA.

5.2. Southeast Tennessee Development Districts, Easy Grant ID 1611, $68,000

The applicant states this project proposes to provide internet access to individuals who are visiting Workforce Investment Board Career Centers where current access is hampered by a lack of equipment.

5.2.1. Qualitative Comments

- This project scored 35 out of a 100-point scale.
- The project proposes to provide internet access to clients of Workforce Investment Board Career Centers in Hamilton and Bradley Counties. It also proposes to provide training and trainers available to help community members who seek job skills.
- This project supports all predefined goals as defined by NTIA.

6. Sustainable Adoption

Sustainable Broadband Adoption applications are listed below in order of scores received:

1. State of Tennessee, Easy Grant ID 1550
2. Aeneas Communications, LLC, Easy Grant ID 1977
3. ctechnological, Easy Grant ID 1936

6.1. State of Tennessee, Easy Grant ID 1550, $7,085,569

The applicant states that in tandem with large BTOP projects for build-out and for broadband education at rural public libraries, the TN Economic & Community Development, working with Connected Tennessee, will advance the technology visions of local communities with a statewide marketing campaign, online resource center, and training to help many more citizens step across the Digital Divide and toward sustainable jobs.

6.1.1. Qualitative Comments

- This project scored 47 on the 100-point scale.
- This project and its companions will benefit from multi-agency support.
- This is one of three projects submitted by the State of Tennessee:
  - o Tennessee Broadband Infrastructure for Citizens Unserved & Underserved - Track 1
  - o Tennessee Computer Centers and Public Libraries for Broadband Access & Education - Track 2
  - o Tennessee Campaign for Community Broadband Awareness & Adoption - Track 3
- This project will meet BTOP statutory purposes 3 and 5 by implementing an aggressive marketing campaign and will help the Public Computer Center project team promote broadband awareness and digital literacy to stimulate demand.
- This project supports all predefined goals as defined by NTIA.

6.2. Aeneas Communications, LLC, Easy Grant ID 1977, $1,235,550

The applicant states this project seeks to increase awareness in underserved residential markets and improve broadband integration among businesses and strategic institutions in West Tennessee.

6.2.1. Qualitative Comments

- This project scored 30 on the 100-point scale.
- The goals of this application appear to parallel those of the State of Tennessee's project listed in this category.
- Ctechnologic has partnered with federal development districts and West Tennessee Development district.
- This project is one of two projects submitted by Aeneas. The other project is Easy Grant ID 1017.
- This project supports all predefined goals as defined by NTIA.

6.3. ctechnologica, Easy Grant ID 1936, $825,000

The applicant states, this is a regional program funded by TN ECD and sponsored by the west TN federal development districts and the West TN Industrial Association. Its goal is to explore new rural economic opportunity by promoting a 21st Century Technology Workforce Pipeline and pilot new job creation through telecommuting and co-working via the Internet. In cooperation with the TN Department of Labor, TN Department of Ed.

6.3.1. Qualitative Comments

- This project scored 23 on the 100-point scale.
- The goals of this application appear to parallel those of the State of Tennessee's project listed in this category.
- This project supports all predefined goals as defined by NTIA.

7. Scoring

The following information provides scoring details for each grant type. Please see Appendix B for scoring spreadsheets.

7.1. Infrastructure – Scoring Details

There are eight sections in the Infrastructure tab. Below each have been defined and the potential points listed. The total points for each project are 100, with an additional 10 points bonus potential.
- Broadband Monthly Fee, up to 10 points
- Speed, up to 10 points
- Jobs Created, up to 10 points
- Special Merit, up to 30 points
- Matching, up to 15 points
- Grant or Loan, up to 15 points
- Cost per Home Passed, up to 10 points
- Bonus Question, zero or 10 points

7.1.1. Broadband Monthly Fee

Applications score higher if they propose to charge subscribers lower monthly fees.
- Monthly broadband cost equal to or more than $80.00 per month (0 points)
- $60.00 to $79.99 per month (2 points)
- $45.00 to $59.99 per month (4 points)
- $25.00 to $34.99 per month (6 points)
- $20.00 to $24.99 per month (8 points)
- Monthly BB Cost < $20.00 (10 points)

7.1.2. Speed

Applications score higher for providing faster internet speeds.
- Basic Broadband: 768 kbps to 1.49 mbps (-10 points)
- Broadband Tier 2: 1.5 mbps to 2.9 mbps (2 points)
- Broadband Tier 3: 3 mbps to 5.9 mbps (4 points)
- Broadband Tier 4: 6 mbps to 19.9 mbps (6 points)
- Broadband Tier 5: 10 mbps to 24.9 mbps (8 points)
- Broadband Tier 6: > 25 mbps (10 points)

7.1.3. Jobs Created

Applications receive higher scores for creating more jobs.
- Jobs Created 1-24 (2 points)
- Jobs Created 25 - 49 (4 points)
- Jobs Created 50 - 74 (6 points)
- Jobs Created 75 - 99 (8 points)
- Jobs Created >100 (10 points)

7.1.4. Special Merit

Applications receive extra points for serving the public interest.
- Enhance Education (5 points)
- Enhance Job Creation (10 points)
- Enhance Public Service Offering (5 points)
- Enhance Healthcare (5 points)
- Enhance Public Safety (5 points)

7.1.5. Matching Funds

Applications receive higher scores for offering matching funds.
- Less than 20% (0 points)
- 20% to 24.9% (2 points)
- 25% to 29.9% (5 points)
- 30% to 34.9% (10 points)
- 35% to 39.9% (12 points)

- 40% or More (15 points)

7.1.6. Grant or Loan

Applications receive more points for including a higher ratio of loans to grants.
- 100% Grant (0 points)
- 75% Grant / Loan 25% (4 points)
- 50% Grant / Loan 50% (8 points)
- 25% Grant / Loan 75% (10 points)
- 100% Loan (15 points)

7.1.7. Cost per Home Passed / Cost per Institution Passed

Applications score higher for using public money more efficiently.
- More than $1,500 per home (-10 points)
- $1,250 to $1,499 per home (2 points)
- $1,000 to $1,249 per home (4 points)
- $750 to $999 per home (6 points)
- $500 to $749 (8 points)
- $500 or Less (10 points)

7.1.8. Bonus Question

Applications receive 10 points if the applicant is a socially or economically disadvantaged small business.

7.2. Computer Centers – Scoring Details

Computer Center applications receive points as detailed below:
- Cost per Workstation, up to 10 points
- Number of Citizens Served, up to 20 points
- Hours of Operation, up to 20 points
- Ancillary Services, up to 10 points
- Jobs Created, up to 10 points
- Matching, up to 15 points
- Grant or Loan, up to 15 points
- Bonus Question, zero or 10 points

7.2.1. Cost per Workstation

Applications receive higher points for proposing lower costs per workstation.
- $1,000 / workstation (0 points)
- $750-999 / workstation (2 points)

- $500-749 / workstation (4 points)
- $300-499 / workstation (6 points)
- $500-749 / workstation (8 points)
- $500-749 / workstation (10 points)

7.2.2. Number of Citizens Served

Applications receive more points for serving more citizens.
- <99 (0 points)
- 100-999 (2 points)
- 1,000-9,999 (5 points)
- 10,000 - 99,999 (10points)
- 100,000-999,999 (15 points)
- >1,000,000 (20 points)

7.2.3. Hours of Operation

Applications receive more points for longer hours of operation.
- <4 hours / week (0 points)
- 5-9 hours / week (2 points)
- 10-14 hours / week (5 points)
- 15-24 hours / week (10 points)
- 25-39 hours / week (15 points)
- >40 hours / week (20 points)

7.2.4. Ancillary Services

Applications receive more points for the more training offered.
- General Training Offered (2 points)
- Job Training Offered (5 points)
- Certificate Training Offered (10 points)

7.2.5. Jobs Created

Applications that propose to create more jobs receive higher scores.
- Jobs Created 1-24 (2 points)
- Jobs Created 25 - 49 (4 points)
- Jobs Created 50 - 74 (6 points)
- Jobs Created 75 - 99 (8 points)
- Jobs Created >100 (10 points)

7.2.6. Matching

More points are awarded for applicants that provide a higher percentage of matching funds.

- Less than 20% (-10 points)
- 20% to 24.9% (2 points)
- 25% to 29.9% (5 points)
- 30% to 34.9% (10 points)
- 35% to 39.9% (12 points)
- 40% or More (15 points)

7.2.7. Grant or Loan

Applications receive more points for including a higher ratio of loans to grants.
- 100% Grant (0 points)
- 75% Grant / Loan 25% (4 points)
- 50% Grant / Loan 50% (8 points)
- 25% Grant / Loan 75% (10 points)
- 100% Loan (15 points)

7.2.8. Bonus Question

Applications receive 10 points if the applicant is a socially or economically disadvantaged small business.

7.3. Sustainable Adoption – Scoring Details

Applications for Sustainable Adoption projects were scored on nine categories
- Number of People Impacted by Campaign Awareness, up to 10 points
- Number of New Home Broadband Subscribers, up to 10 points
- Number of Institutional Broadband Subscribers, up to 10 points
- Cost per new BB user, up to 10 points
- Number of People Trained or Educated, up to 10 points
- Average Hours Per User, up to 10 points
- Jobs Created, up to 10 points
- Grant or Loan, up to 15 points
- Matching, up to 15 points
- Bonus Question, zero or 10 points

7.3.1. Number of People Impacted by Campaign Awareness

Sustainable Adoption applications received higher points for impacting more people.
- <99 (0 points) / (0 points)
- 100-999 / workstation (2 points)
- 1,000-9,999/ workstation (4 points)
- 10,000 - 99,999/ workstation (6 points)
- 100,000-999,999 / workstation (8 points)
- >1,000,000/ workstation (10 points)

7.3.2. Number of New Home Broadband Subscribers

Applications scored higher if they incent more people to adopt broadband at home.
- <99 (0 points) / (0 points)
- 100-999 / workstation (2 points)
- 1,000-9,999/ workstation (4 points)
- 10,000 - 99,999/ workstation (6 points)
- 100,000-999,999 / workstation (8 points)
- >1,000,000/ workstation (10 points)

7.3.3. Number of Institutional Broadband Subscribers

Applications received points based on the number of new institutions that will subscribe to broadband as a direct result of the proposed measures.
- <99 (0 points) / (0 points)
- 100-999 / workstation (2 points)
- 1,000-9,999/ workstation (4 points)
- 10,000 - 99,999/ workstation (6 points)
- 100,000-999,999 / workstation (8 points)
- >1,000,000/ workstation (10 points)

7.3.4. Cost per new BB user

Applications with a lower cost per new broadband user received a higher score.
- >$1,001 (0 points)
- $1000 - 499 (2 points)
- $500 - 249 (4 points)
- $250 - 99 (6 points)
- $100 - 49 (8 points)
- <$50 (10 points)

7.3.5. Number of People Trained or Educated

Applications received points based on the number of people trained.
- <99 (0 points)
- 100-999 (2 points)
- 1,000-9,999 (4 points)
- 10,000 - 99,999 (6 points)
- 100,000-999,999 (8 points)
- >1,000,000 (10 points)

7.3.6. Average Hours Per User

Points were awarded for the number of hours each user was trained.

- <4 hours / week (0 points)
- 5-9 hours / week (2 points)
- 10-14 hours / week (4 points)
- 15-24 hours / week (6 points)
- 25-39 hours / week (8 points)
- >40 hours / week (10 points)

7.3.7. Jobs Created

Applications that propose to create more jobs were awarded higher points.
- Jobs Created 1-24 (2 points)
- Jobs Created 25 - 49 (4 points)
- Jobs Created 50 - 74 (6 points)
- Jobs Created 75 - 99 (8 points)
- Jobs Created >100 (10 points)

7.3.8. Grant or Loan

Applications receive more points for including a higher ratio of loans to grants.
- 100% Grant (0 points)
- 75% Grant / Loan 25% (4 points)
- 50% Grant / Loan 50% (8 points)
- 25% Grant / Loan 75% (10 points)
- 100% Loan (15 points)

7.3.9. Matching

More points are awarded for applicants that provide a higher percentage of matching funds.
- Less than 20% (0 points)
- 20% to 24.9% (2 points)
- 25% to 29.9% (5 points)
- 30% to 34.9% (10 points)
- 35% to 39.9% (12 points)
- 40% or More (15 points)

7.3.10.   Bonus Question

Applications receive 10 points if the applicant is a socially or economically disadvantaged small business.

Appendix A – Digital Bridge Easy Grant IDs

244	292	764
245	293	768
257	295	1056
258	296	1060
261	299	1064
263	300	1066
267	323	1067
268	325	1069
272	326	1071
273	327	1072
275	328	1074
276	329	1075
277	330	1076
278	331	1077
279	332	1078
280	333	1079
282	334	1081
284	335	1083
286	336	2349
287	337	2352
289	395	2356
290	487	2360
291	760	

Appendix B – Scoring Sheets

INFRASTRUCTURE	Digital Bridge	State of Tennessee	Aeneas	NTCH - West TN and Middle TN	Highland Telephone Cooperative	Powell Valley Electric Co-op	Fayetteville Public Utilities	Mushroom Networks	Level 3	Total
Broadband Monthly Fee (0-10 points)										
Monthly BB Cost =/> $80.00 per month (0 points)							0	0		
$60.00 to $79.99 per month (2 points)										
$35.00 to $59.99 per month (4 points)				4						
$25.00 to $34.99 per month (6 points)	6									
$20.00 to $24.99 per month (8 points)										
Monthly BB Cost < $20.00 (10 points)										
Speed (0-10 points)										
Basic Broadband: 768 kbps to 1.49 mbps (-10 points)										
Broadband Tier 2: 1.5 mbps to 2.9 mbps (2 points)			2	2						
Broadband Tier 3: 3 mbps to 5.9 mbps (4 points)	4									
Broadband Tier 4: 6 mbps to 19.9 mbps (6 points)										
Broadband Tier 5: 10 mbps to 24.9 mbps (8 points)										
Broadband Tier 6: > 25 mbps (10 points)		10			10	10	10	10	10	
Jobs Created (0-10 points)										
Jobs Created 1-24 (2 points)		2					2	2	2	
Jobs Created 25 - 49 (4 points)					4	4				
Jobs Created 50 - 74 (6 points)										
Jobs Created 75 - 99 (8 points)										
Jobs Created >100 (10 points)	10		10	10						
Special Merit (0-30 points)										
Enhance Education (5 points)		5	5		5		5			
Enhance Job Creation (10 points)	10	10	10	10	10	10				
Enhance Public Service Offering (5 points)	5	5	5		5					
Enhance Healthcare (5 points)		5	5		5	5				
Enhance Public Safety (5 points)		5			5					
Matching (0-15 Points)										
Less than 20% (0 points)							0	0		
20% to 24.9% (2 points)	2	2		2						
25% to 29.9% (5 points)			5						5	
30% to 34.9% (10points)						10				
35% to 39.9% (12 points)										
40% or More (15 points)										
Grant or Loan (0-15 points)										
100% Grant (0 points)										
75% Grant / Loan 25% (4 points)										
50% Grant / Loan 50% (8 points)	8			8						
25% Grant / Loan 75% (10 points)										
100% Loan (15 points)										
Cost Per Home Passed (Last Mile) or Cost Per Institution (Middle Mile)										
More than $1,500 per home (-10 points)					-10	-10				
$1,250 to $1,499 per home (2 points)										
$1,000 to $1,249 per home (4 points)										
$750 to $999 per home (6 points)										
$500 to $749 per home (8 points)		8								
$500 or Less (10 points)	10		10	10			10	10		
Bonus Question										
Is the applicant a socially- or economically-disadvantaged small business? 10 points										
Total	**55**	**52**	**52**	**46**	**34**	**29**	**27**	**22**	**17**	
Amount Requested	$110,700,000	$27,000,000	$2,932,363	$112,203,000	$2,458,004	$36,805,288	$2,030,894	$1,799,236	$1,799,236	$297,728,021
Easy Grant ID	Multiple	1545	1017	839, 1912	Unknown	2046	2761	2987	Unknown	

COMPUTER CENTERS	State of Tennessee	Southeast Tennessee Development District	Total
Cost per Workstation (0-10 points)			
> $1,000 / workstation (0 points)			
$750-999 / workstation (2 points)			
$500-749 / workstation (4 points)			
$300-499 / workstation (6 points)			
$500-749 / workstation (8 points)			
$500-749 / workstation (10 points)			
Number of Citizens Served (0-20 points)			
<99 (0 points)			
100-999 (2 points)			
1,000-9,999 (5 points)		5	
10,000 - 99,999 (10points)			
100,000-999,999 (15 points)			
>1,000,000 (20 points)	20		
Hours of Operation (0-20 points)			
<4 hours / week (0 points)			
5-9 hours / week (2 points)			
10-14 hours / week (5 points)			
25-39 hours / week (15 points)			
>40 hours / week (20 points)	20	20	
Ancillary Services (0-10 points)			
General Training Offered (2 points)	2		
Job Training Offered (5 points)		5	
Certificate Training Offered (10 points)			
Jobs Created (0-10 points)			
Jobs Created 1-24 (2 points)	2		
Jobs Created 25 - 49 (4 points)			
Jobs Created 50 - 74 (6 points)			
Jobs Created 75 - 99 (8 points)			
Jobs Created >100 (10 points)			
Matching (0-15 Points)			
Less than 20% (0 points)			
20% to 24.9% (2 points)	2		
25% to 29.9% (5 points)		5	
30% to 34.9% (10points)			
35% to 39.9% (12 points)			
40% or More (15 points)			
Grant or Loan (0-15 points)			
100% Grant (0 points)			
75% Grant / Loan 25% (4 points)			
50% Grant / Loan 50% (8 points)			
25% Grant / Loan 75% (10 points)			
100% Loan (15 points)			
Bonus Question			
Is the applicant a socially- or economically- disadvantaged small business? 10 points			
Total	**46**	**35**	
Amount Requested	$6,131,313	$68,000	$6,199,313
Easy Grant ID	1161	559	

SUSTAINABLE ADOPTION	State of Tennessee	Aeneas	ctechnologica	Total
Number of People Impacted by Campaign Awareness				
<99 (0 points)				
100-999 (2 points)				
1,000-9,999 (4 points)			4	
10,000 - 99,999 (6 points)		6		
100,000-999,999 (8 points)				
>1,000,000 (10 points)	10			
Number of New Home Broadband Subscribers				
<99 (0 points)				
100-999 (2 points)				
1,000-9,999 (4 points)		4	4	
10,000 - 99,999 (6 points)				
100,000-999,999 (8 points)	8			
>1,000,000 (10 points)				
Number of Institutional Broadband Subscribers				
<99 (0 points)			0	
100-999 (2 points)		2		
1,000-9,999 (4 points)	4			
10,000 - 99,999 (6 points)				
100,000-999,999 (8 points)				
>1,000,000 (10 points)				
Cost per new BB user (Q.22+Q.23/total Cost)				
>1,001 (0 points)	10			
1000 - 499 (2 points)				
500 - 249 (4 points)		4	4	
250 - 99 (6 points)				
100 - 49 (8 points)				
<50 (10 points)				
Number of People Trained or Educated				
<99 (0 points)				
100-999 (2 points)		2		
1,000-9,999 (4 points)			4	
10,000 - 99,999 (6 points)	6			
100,000-999,999 (8 points)				
>1,000,000 (10 points)				
Average Hours Per User				
<4 hours / week (0 points)		0	0	
5-9 hours / week (2 points)	2			
10-14 hours / week (4 points)				
15-24 hours / week (6 points)				
25-39 hours / week (8 points)				
>40 hours / week (10 points)				
Jobs Created (0-10 points)				
Jobs Created 1-24 (2 points)	2	2	2	
Jobs Created 25 - 49 (4 points)				
Jobs Created 50 - 74 (6 points)				
Jobs Created 75 - 99 (8 points)				
Jobs Created >100 (10 points)				
Grant or Loan (0-15 points)				
100% Grant (0 points)	0	0	0	
75% Grant / Loan 25% (4 points)				
50% Grant / Loan 50% (8 points)				
25% Grant / Loan 75% (10 points)				
100% Loan (15 points)				
Matching (0-15 Points)				
Less than 20% (0 points)				
20% to 24.9% (2 points)				
25% to 29.9% (5 points)	5		5	
30% to 34.9% (10points)		10		
35% to 39.9% (12 points)				
40% or More (15 points)				
Bonus Question				
Is the applicant a socially- or economically- disadvantaged small business? 10 points		0	0	
Total	**47**	**30**	**23**	
Amount Requested	$27,000,000	$2,932,363	$1,799,236	$31,731,599
Easy Grant ID	1550	1977	1936	